

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	101	65	+55.4%
New Listing Volume	\$1,123,000	\$1,364,000	-17.7%	\$30,324,298	\$19,859,500	+52.7%
Active Listing Count	37	23	+60.9%	N/A	N/A	
Active Listing Volume	\$12,680,600	\$9,342,600	+35.7%	N/A	N/A	
Average Listing Price	\$342,719	\$406,200	-15.6%	\$341,373	\$324,162	+5.3%
Median Listing Price	\$337,500	\$299,000	+12.9%	\$309,207	\$267,750	+15.5%
Median Days in RPR	221	261	-15.3%	123.07	179.77	-31.5%
Months of Inventory	4.6	4.6	+0.5%	9.3	7.7	+20.7%
Absorption Rate	21.62%	21.74%	-0.1%	10.81%	13.04%	-2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	2	4	-50%	74	72	+2.8%
New Pending Sales Volume	\$707,400	\$1,613,900	-56.2%	\$21,780,698	\$21,203,500	+2.7%
Pending Sales Count	4	5	-20%	N/A	N/A	
Pending Sales Volume	\$1,245,400	\$1,828,900	-31.9%	N/A	N/A	
Closed Sales Count	5	4	+25%	74	60	+23.3%
Closed Sales Volume	\$801,500	\$543,100	+47.6%	\$18,857,492	\$16,167,900	+16.6%
Average Sales Price	\$160,300	\$135,775	+18.1%	\$254,831	\$269,465	-5.4%
Median Sales Price	\$138,000	\$144,500	-4.5%	\$224,230	\$246,833	-9.2%

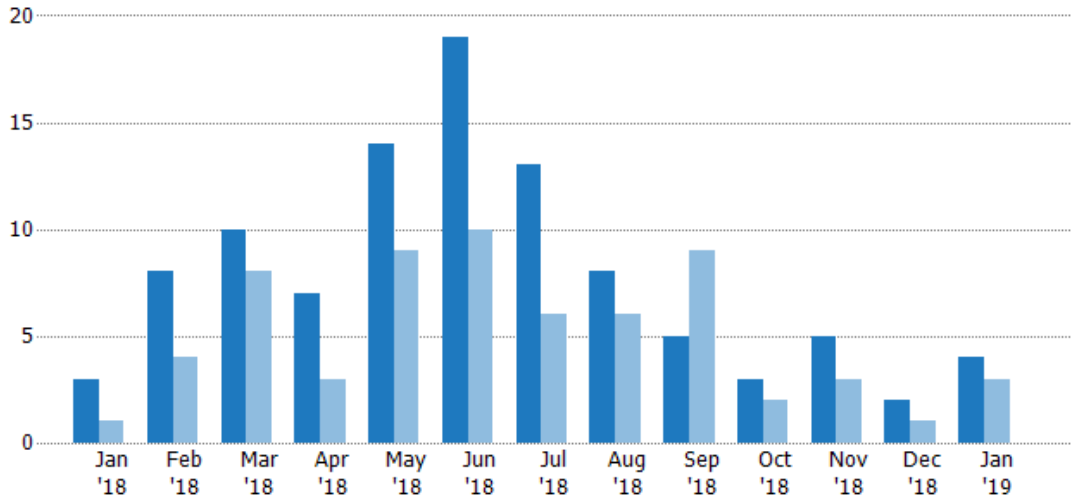
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	4	33.3%
Jan '18	3	200%
Jan '17	1	300%



Current Year	3	8	10	7	14	19	13	8	5	3	5	2	4
Prior Year	1	4	8	3	9	10	6	6	9	2	3	1	3
Percent Change from Prior Year	200%	100%	25%	133%	56%	90%	117%	33%	-44%	50%	67%	100%	33%

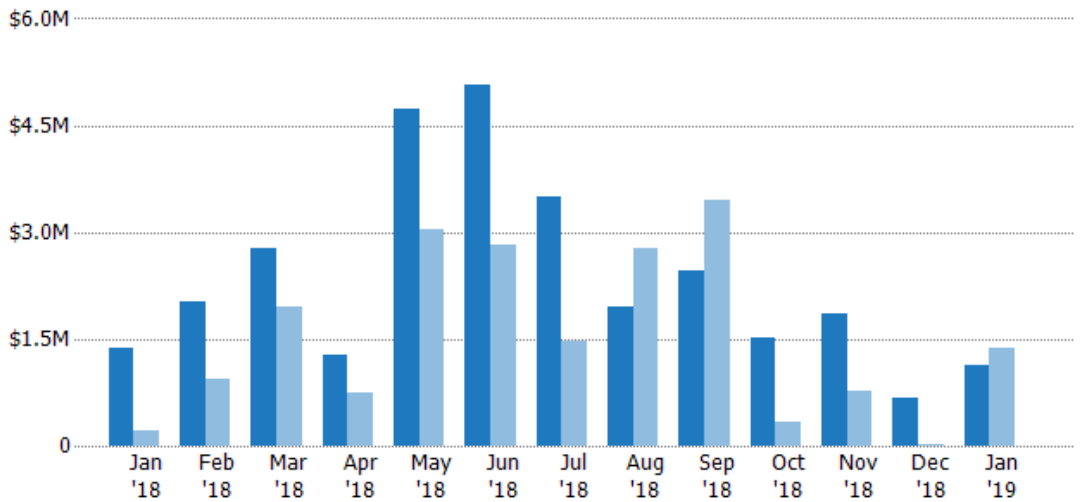
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.12M	-17.7%
Jan '18	\$1.36M	534.4%
Jan '17	\$215K	377.9%



Current Year	\$1.36M	\$2.02M	\$2.78M	\$1.27M	\$4.72M	\$5.07M	\$3.51M	\$1.96M	\$2.46M	\$1.52M	\$1.85M	\$677K	\$1.12M
Prior Year	\$215K	\$948K	\$1.94M	\$741K	\$3.03M	\$2.81M	\$1.46M	\$2.76M	\$3.45M	\$335K	\$764K	\$32K	\$1.36M
Percent Change from Prior Year	534%	113%	43%	71%	56%	80%	140%	-29%	-29%	354%	142%	2,017%	-18%

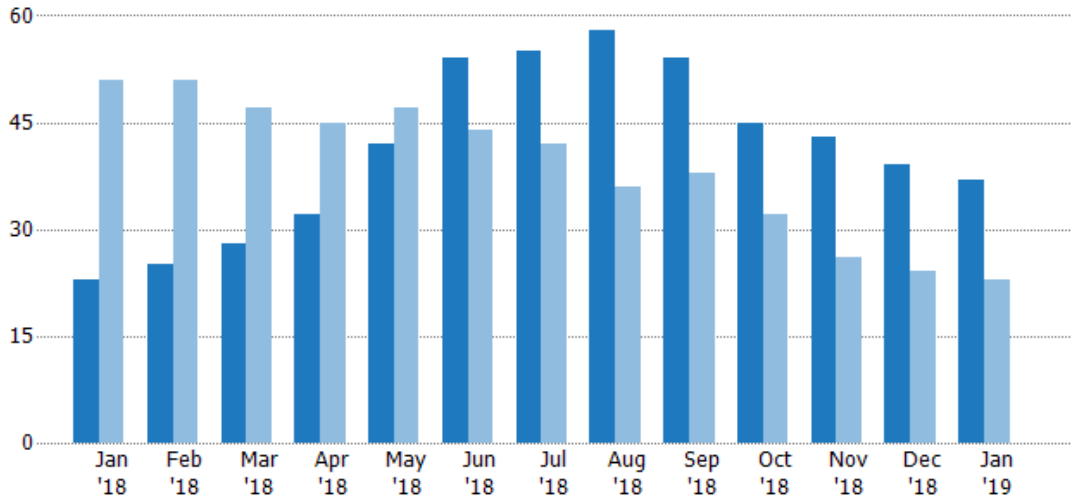
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	37	60.9%
Jan '18	23	-54.9%
Jan '17	51	0%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	23	25	28	32	42	54	55	58	54	45	43	39	37
Prior Year	51	51	47	45	47	44	42	36	38	32	26	24	23
Percent Change from Prior Year	-55%	-51%	-40%	-29%	-11%	23%	31%	61%	42%	41%	65%	63%	61%

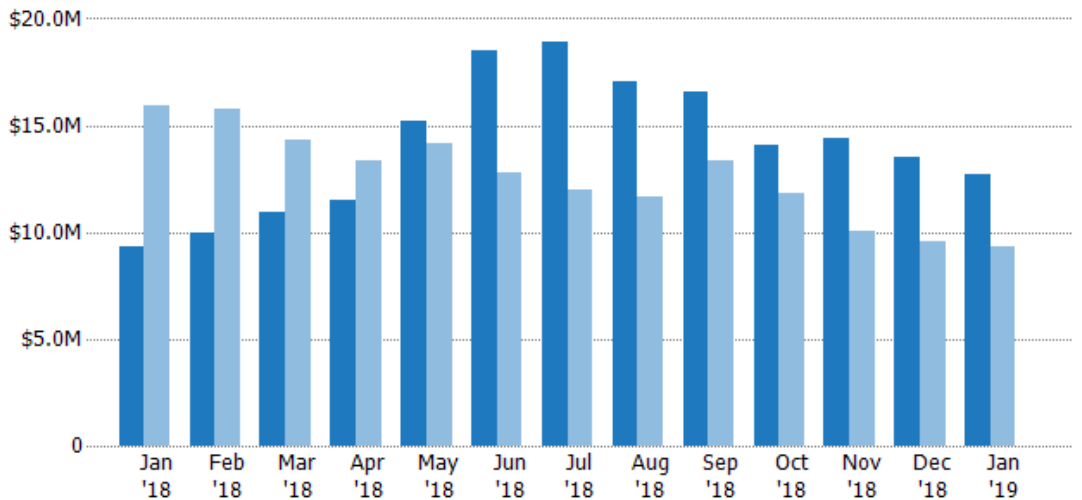
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$12.7M	35.7%
Jan '18	\$9.34M	-41.3%
Jan '17	\$15.9M	-6.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$9.34M	\$9.94M	\$10.9M	\$11.5M	\$15.2M	\$18.5M	\$18.9M	\$17M	\$16.6M	\$14.1M	\$14.4M	\$13.5M	\$12.7M
Prior Year	\$15.9M	\$15.8M	\$14.3M	\$13.3M	\$14.2M	\$12.8M	\$12M	\$11.7M	\$13.3M	\$11.8M	\$10M	\$9.59M	\$9.34M
Percent Change from Prior Year	-41%	-37%	-24%	-14%	7%	44%	58%	46%	24%	19%	44%	41%	36%

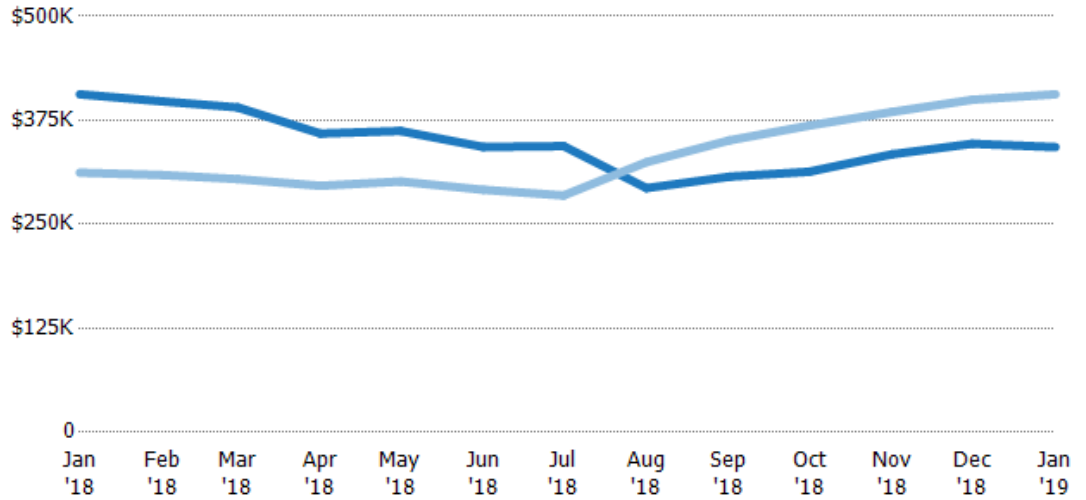
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$343K	-15.6%
Jan '18	\$406K	30.2%
Jan '17	\$312K	-6.6%



Current Year	\$406K	\$398K	\$391K	\$359K	\$362K	\$343K	\$344K	\$293K	\$307K	\$313K	\$334K	\$347K	\$343K
Prior Year	\$312K	\$309K	\$304K	\$296K	\$301K	\$291K	\$285K	\$325K	\$351K	\$369K	\$385K	\$400K	\$406K
Percent Change from Prior Year	30%	29%	28%	21%	20%	18%	21%	-10%	-12%	-15%	-13%	-13%	-16%

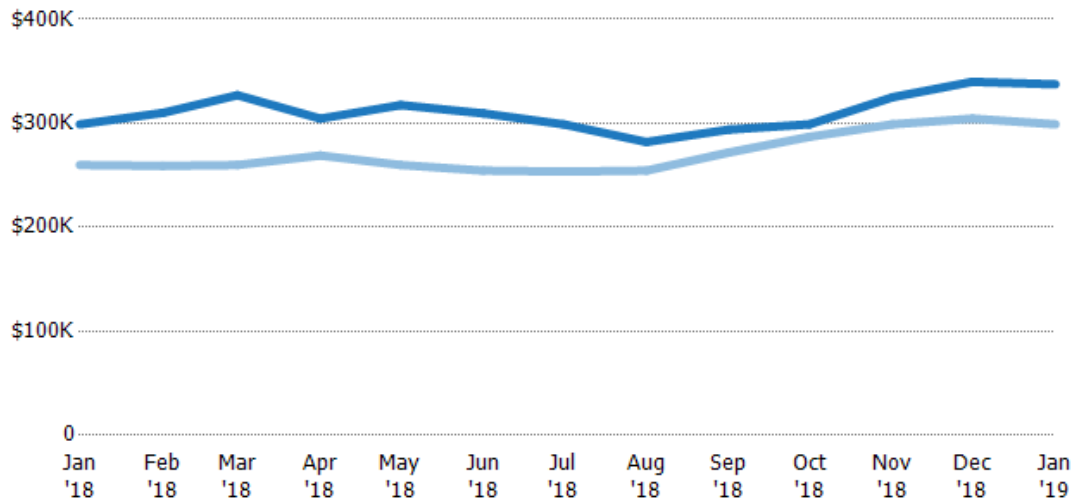
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$338K	12.9%
Jan '18	\$299K	15%
Jan '17	\$260K	-3.8%



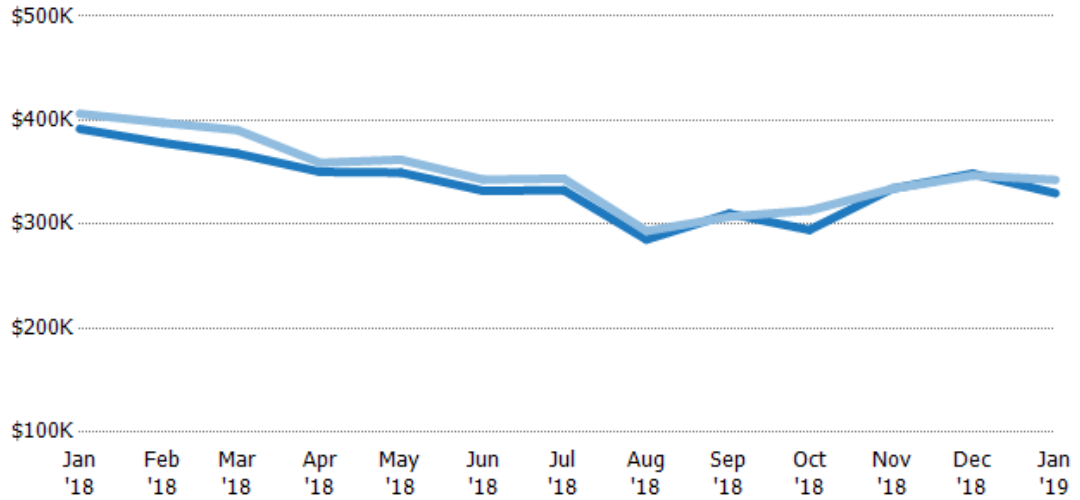
Current Year	\$299K	\$310K	\$327K	\$305K	\$318K	\$310K	\$299K	\$282K	\$294K	\$299K	\$325K	\$340K	\$338K
Prior Year	\$260K	\$259K	\$260K	\$269K	\$260K	\$254K	\$254K	\$254K	\$272K	\$287K	\$299K	\$305K	\$299K
Percent Change from Prior Year	15%	20%	26%	13%	22%	22%	18%	11%	8%	4%	9%	12%	13%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



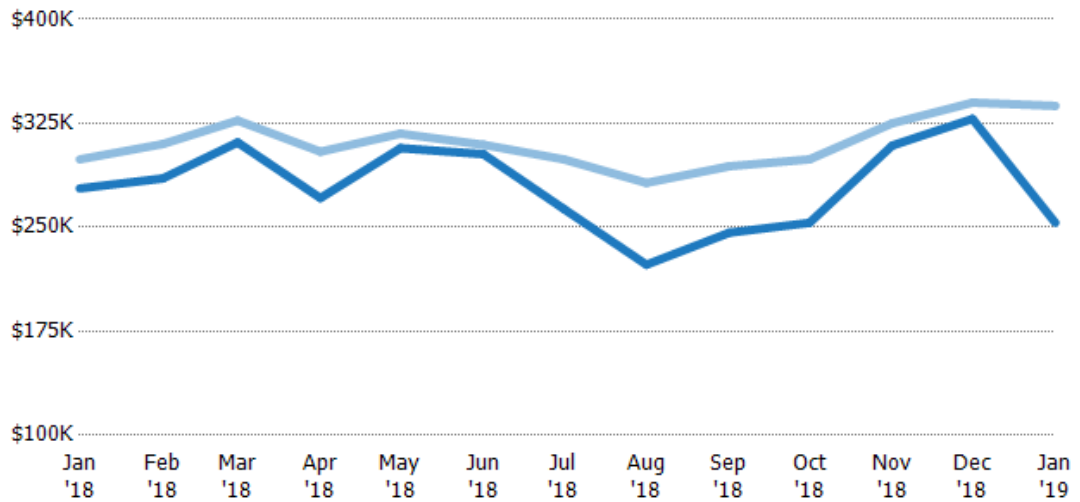
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$392K	\$378K	\$368K	\$350K	\$350K	\$332K	\$333K	\$285K	\$310K	\$295K	\$334K	\$349K	\$330K
Avg Listing Price	\$406K	\$398K	\$391K	\$359K	\$362K	\$343K	\$344K	\$293K	\$307K	\$313K	\$334K	\$347K	\$343K
Avg Listing Price as a % of Avg Est Value	104%	105%	106%	102%	104%	103%	103%	103%	99%	106%	100%	99%	104%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$278K	\$285K	\$311K	\$271K	\$307K	\$303K	\$263K	\$223K	\$246K	\$253K	\$309K	\$328K	\$253K
Median Listing Price	\$299K	\$310K	\$327K	\$305K	\$318K	\$310K	\$299K	\$282K	\$294K	\$299K	\$325K	\$340K	\$338K
Med Listing Price as a % of Med Est Value	108%	109%	105%	112%	103%	102%	114%	126%	119%	118%	105%	104%	133%

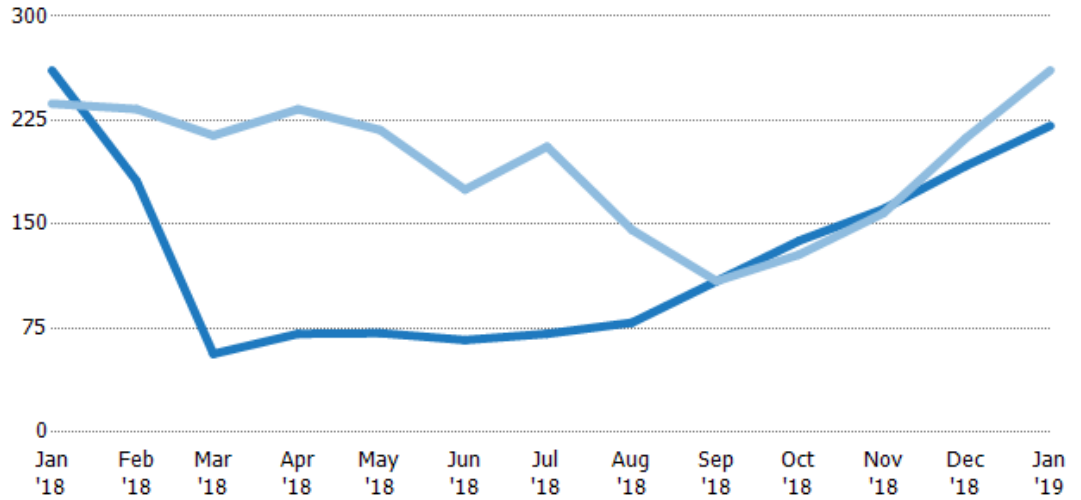
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Days	% Chg.
Jan '19	221	-15.3%
Jan '18	261	10.1%
Jan '17	237	-27%



Current Year	261	181	56.5	71	71.5	66.5	71	79	109	138	161	192	221
Prior Year	237	233	214	233	218	175	206	146	109	128	158	212	261
Percent Change from Prior Year	10%	-22%	-74%	-70%	-67%	-62%	-66%	-46%	0%	8%	2%	-9%	-15%

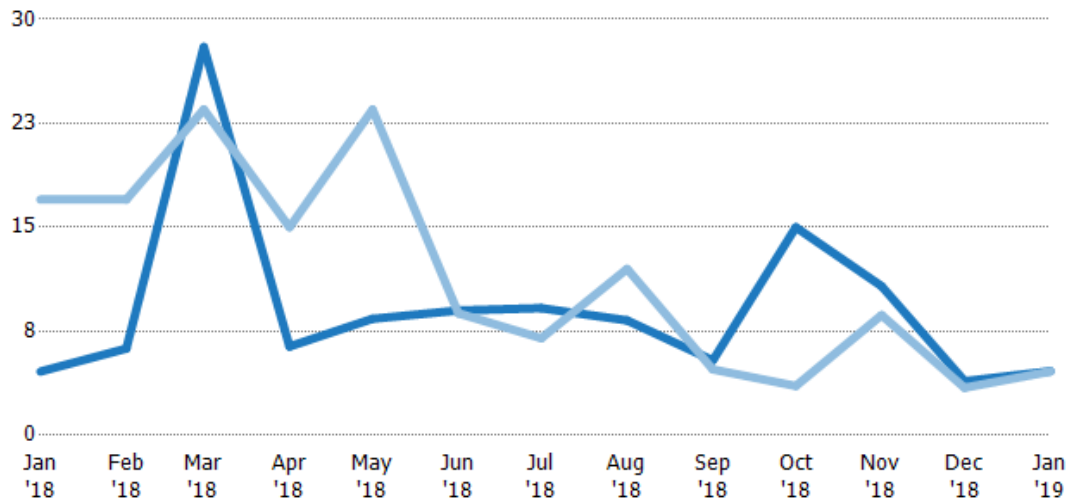
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Months	% Chg.
Jan '19	4.63	0.5%
Jan '18	4.6	-72.9%
Jan '17	17	-40%



Current Year	4.6	6.25	28	6.4	8.4	9	9.17	8.29	5.4	15	10.8	3.9	4.63
Prior Year	17	17	23.5	15	23.5	8.8	7	12	4.75	3.56	8.67	3.43	4.6
Percent Change from Prior Year	-73%	-63%	19%	-57%	-64%	2%	31%	-31%	14%	322%	24%	14%	1%

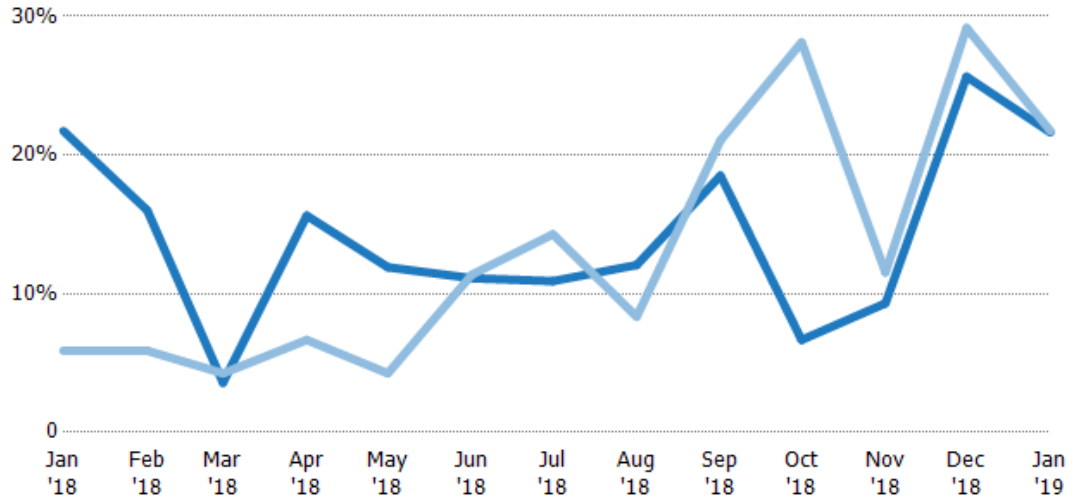
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Jan '19	22%	0.1%
Jan '18	22%	-15.9%
Jan '17	6%	66.7%



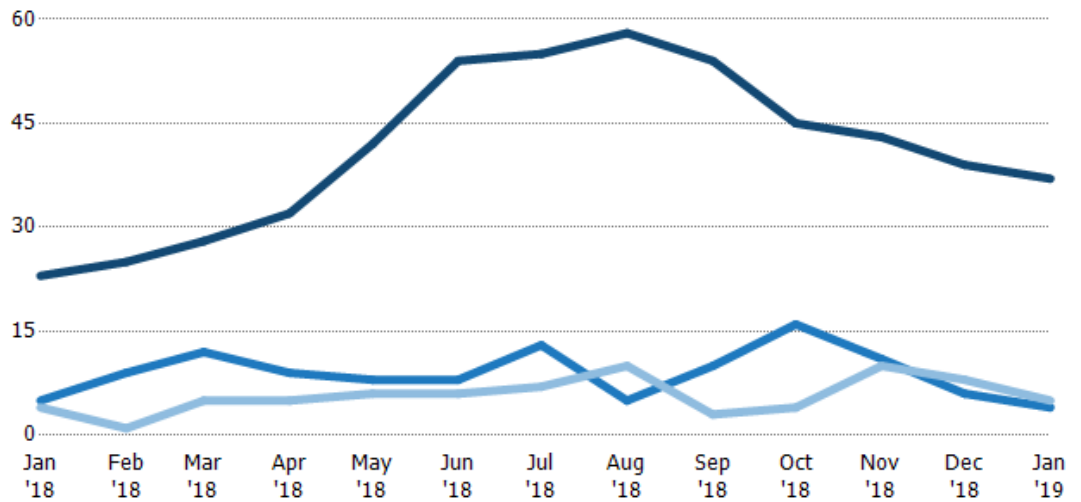
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	22%	16%	4%	16%	12%	11%	11%	12%	19%	7%	9%	26%	22%
Prior Year	6%	6%	4%	7%	4%	11%	14%	8%	21%	28%	12%	29%	22%
Change from Prior Year	-16%	-10%	1%	-9%	-8%	0%	3%	-4%	3%	21%	2%	4%	0%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	23	25	28	32	42	54	55	58	54	45	43	39	37
Pending	5	9	12	9	8	8	13	5	10	16	11	6	4
Sold	4	1	5	5	6	6	7	10	3	4	10	8	5

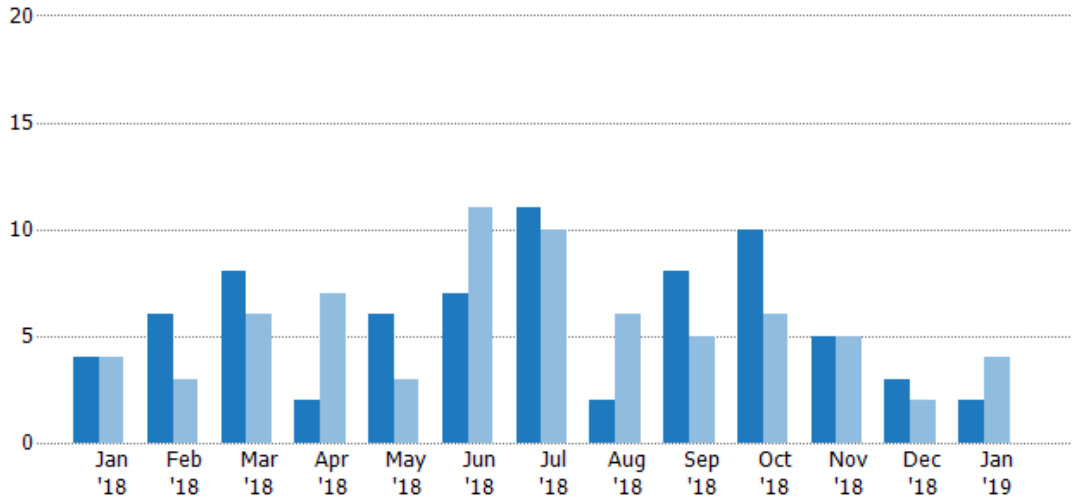
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	2	-50%
Jan '18	4	0%
Jan '17	4	50%



Current Year	4	6	8	2	6	7	11	2	8	10	5	3	2
Prior Year	4	3	6	7	3	11	10	6	5	6	5	2	4
Percent Change from Prior Year	0%	100%	33%	-71%	100%	-36%	10%	-67%	60%	67%	0%	50%	-50%

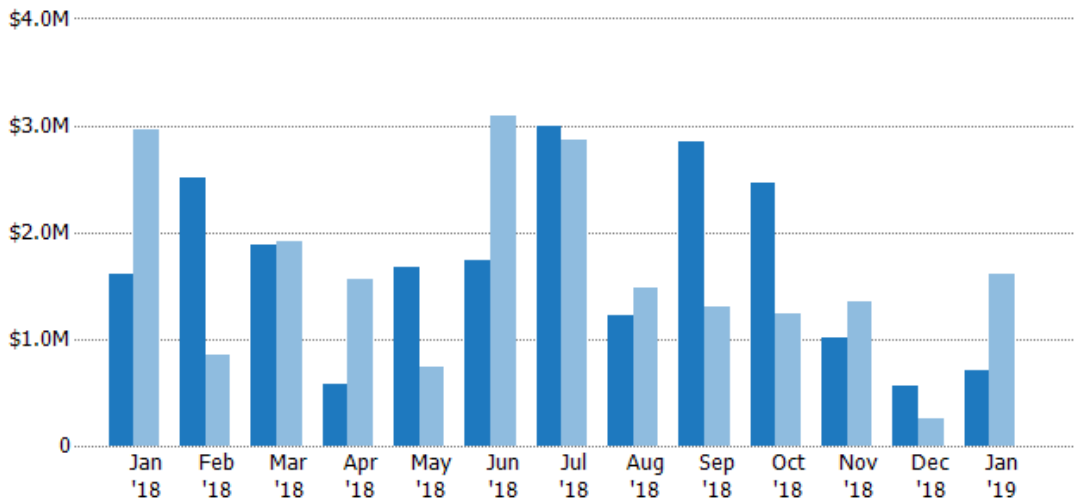
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$707K	-56.2%
Jan '18	\$1.61M	-45.5%
Jan '17	\$2.96M	-63.2%



Current Year	\$1.61M	\$2.51M	\$1.88M	\$575K	\$1.68M	\$1.74M	\$2.98M	\$1.22M	\$2.85M	\$2.46M	\$1.01M	\$554K	\$707K
Prior Year	\$2.96M	\$852K	\$1.91M	\$1.56M	\$734K	\$3.09M	\$2.86M	\$1.48M	\$1.31M	\$1.23M	\$1.36M	\$247K	\$1.61M
Percent Change from Prior Year	-45%	194%	-2%	-63%	129%	-44%	4%	-17%	118%	100%	-26%	124%	-56%

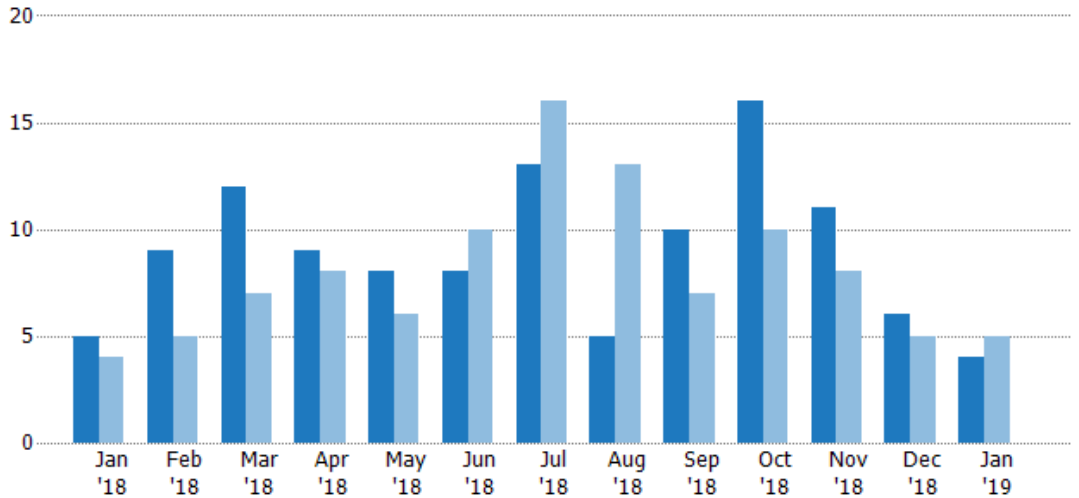
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	4	-20%
Jan '18	5	25%
Jan '17	4	225%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	5	9	12	9	8	8	13	5	10	16	11	6	4
Prior Year	4	5	7	8	6	10	16	13	7	10	8	5	5
Percent Change from Prior Year	25%	80%	71%	13%	33%	-20%	-19%	-62%	43%	60%	38%	20%	-20%

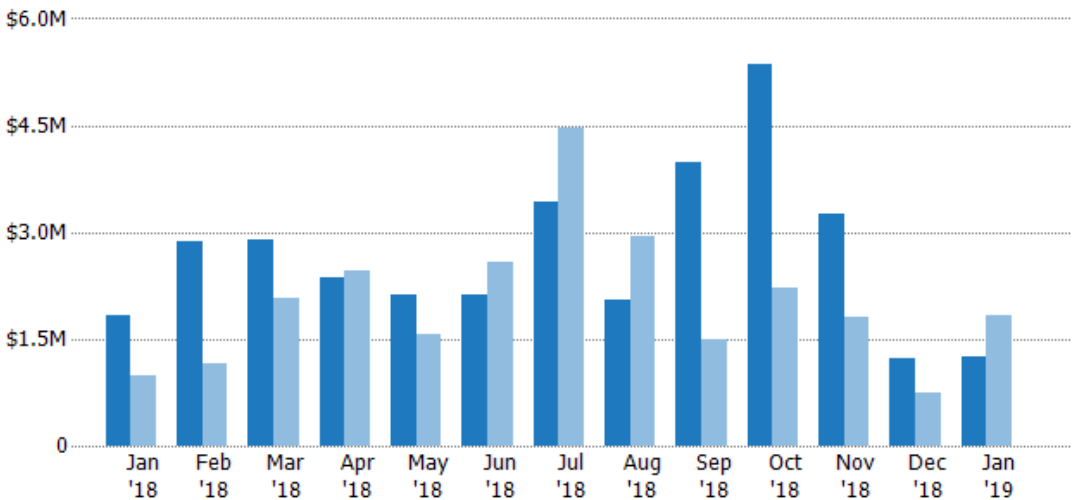
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.25M	-31.9%
Jan '18	\$1.83M	85.9%
Jan '17	\$984K	184.8%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.83M	\$2.87M	\$2.9M	\$2.36M	\$2.13M	\$2.12M	\$3.42M	\$2.04M	\$3.98M	\$5.35M	\$3.26M	\$1.23M	\$1.25M
Prior Year	\$984K	\$1.15M	\$2.07M	\$2.45M	\$1.58M	\$2.58M	\$4.46M	\$2.95M	\$1.49M	\$2.22M	\$1.82M	\$734K	\$1.83M
Percent Change from Prior Year	86%	150%	41%	-4%	35%	-18%	-23%	-31%	168%	141%	80%	68%	-32%

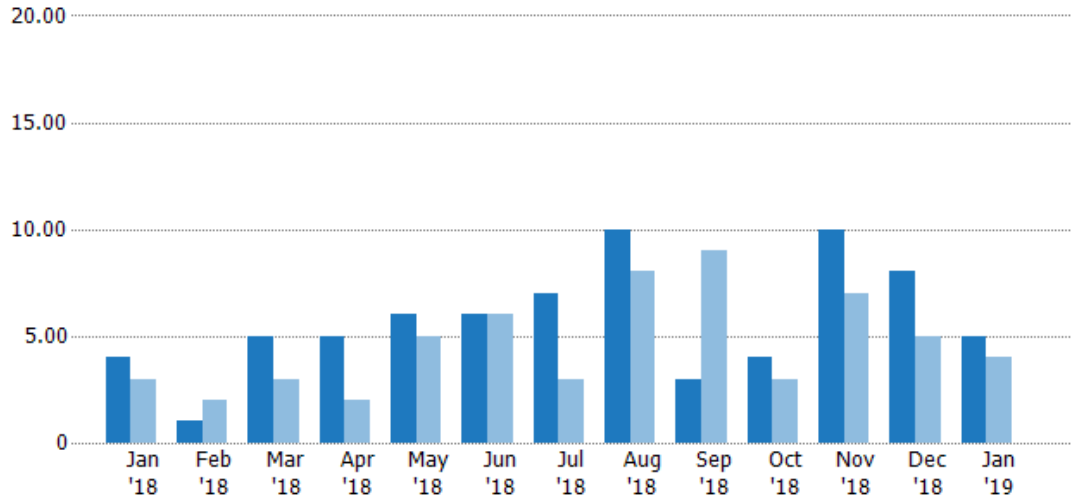
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	5	25%
Jan '18	4	33.3%
Jan '17	3	0%



Current Year	4	1	5	5	6	6	7	10	3	4	10	8	5
Prior Year	3	2	3	2	5	6	3	8	9	3	7	5	4
Percent Change from Prior Year	33%	-50%	67%	150%	20%	0%	133%	25%	-67%	33%	43%	60%	25%

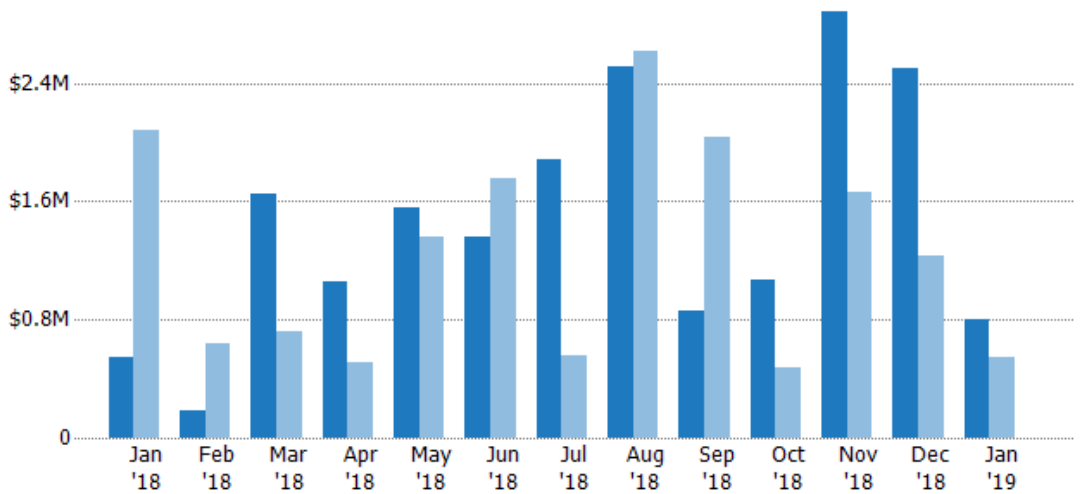
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$802K	47.6%
Jan '18	\$543K	-73.9%
Jan '17	\$2.08M	-65.9%



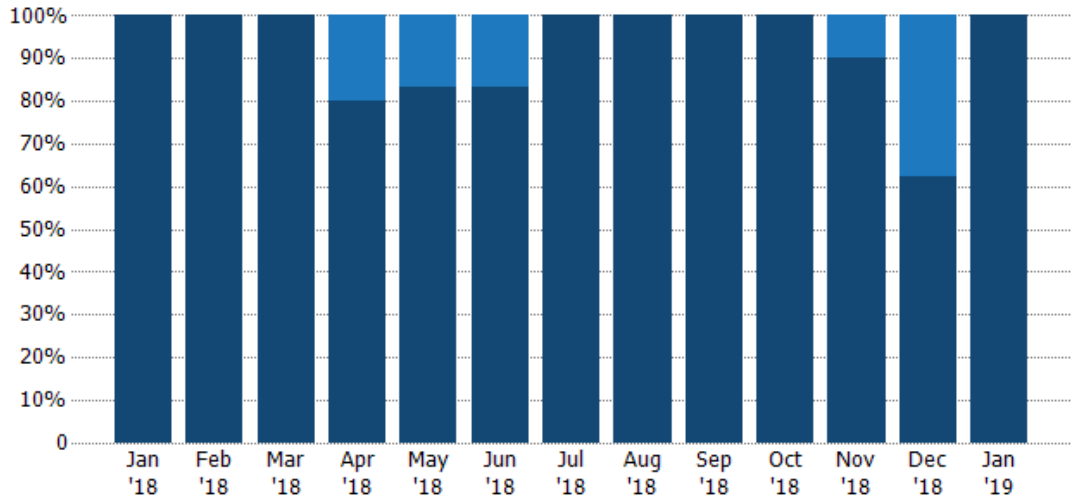
Current Year	\$543K	\$187K	\$1.66M	\$1.05M	\$1.56M	\$1.36M	\$1.88M	\$2.51M	\$857K	\$1.07M	\$2.89M	\$2.5M	\$802K
Prior Year	\$2.08M	\$640K	\$720K	\$512K	\$1.36M	\$1.75M	\$552K	\$2.61M	\$2.03M	\$474K	\$1.66M	\$1.23M	\$543K
Percent Change from Prior Year	-74%	-71%	130%	106%	14%	-22%	240%	-4%	-58%	125%	74%	104%	48%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Condo/Townhouse	-	-	-	20%	17%	17%	-	-	-	-	10%	38%	-
Single Family Residence	100%	100%	100%	80%	83%	83%	100%	100%	100%	100%	90%	63%	100%

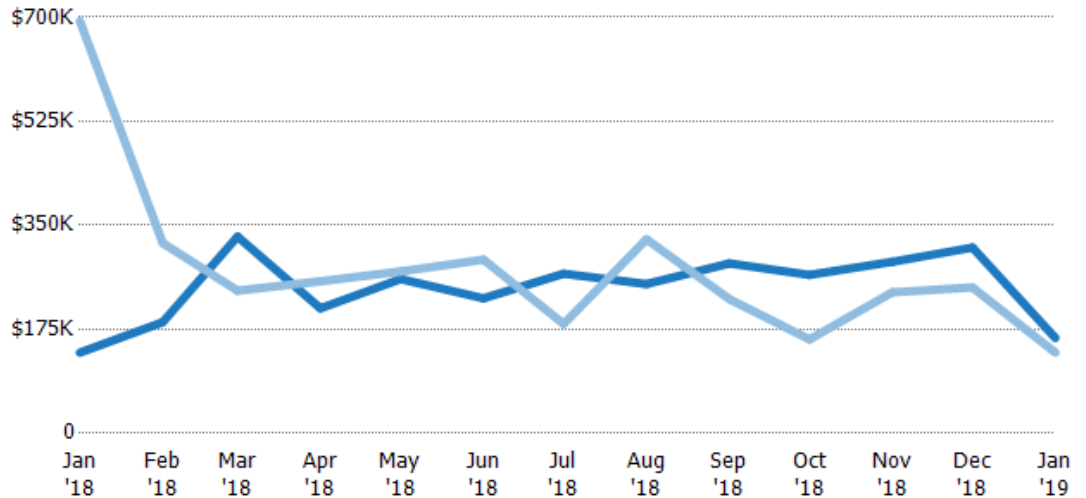
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Price	% Chg.
Jan '19	\$160K	18.1%
Jan '18	\$136K	-80.4%
Jan '17	\$694K	-65.9%



Current Year	\$136K	\$187K	\$331K	\$210K	\$260K	\$227K	\$269K	\$251K	\$286K	\$267K	\$289K	\$313K	\$160K
Prior Year	\$694K	\$320K	\$240K	\$256K	\$272K	\$292K	\$184K	\$326K	\$226K	\$158K	\$237K	\$245K	\$136K
Percent Change from Prior Year	-80%	-42%	38%	-18%	-5%	-22%	46%	-23%	27%	69%	22%	27%	18%

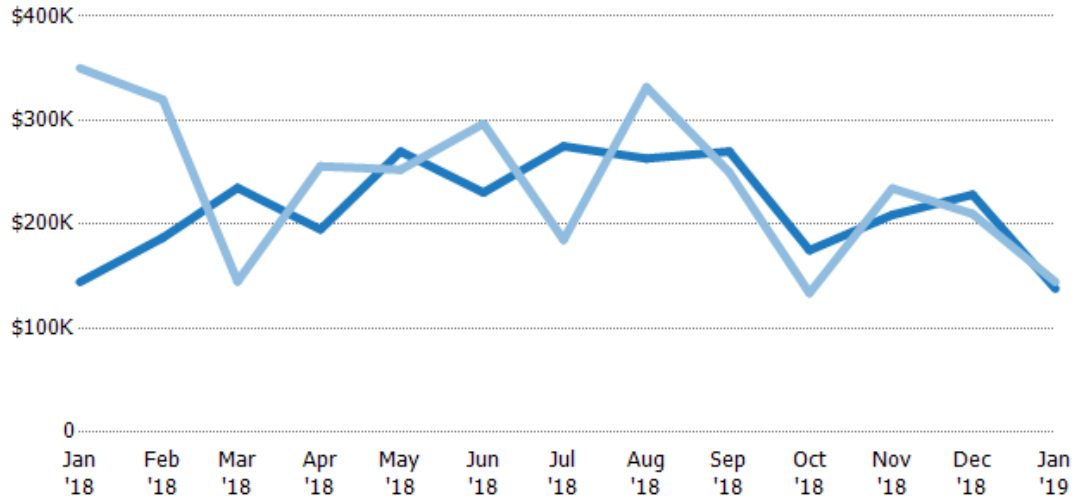
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$138K	-4.5%
Jan '18	\$145K	-58.7%
Jan '17	\$350K	-37.4%



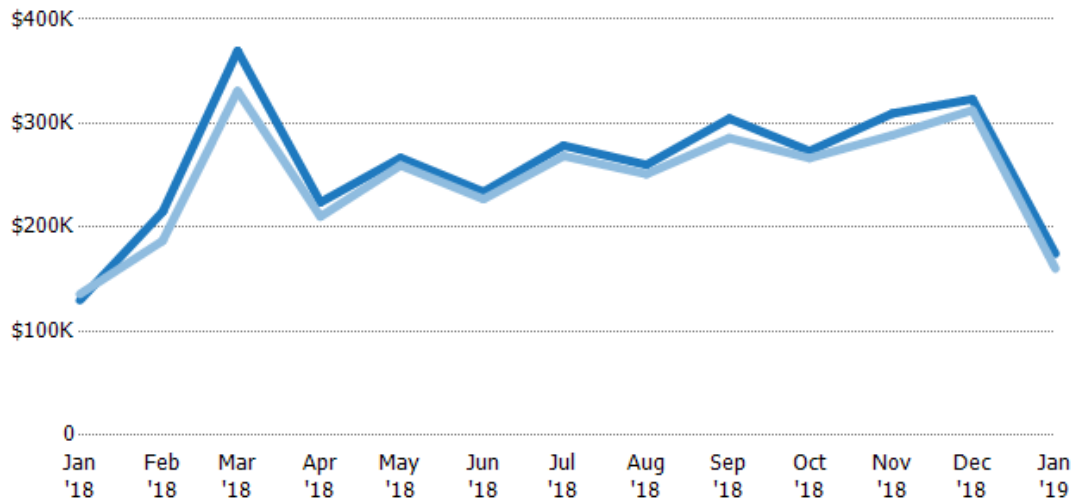
Current Year	\$145K	\$187K	\$235K	\$195K	\$270K	\$231K	\$275K	\$263K	\$270K	\$175K	\$209K	\$229K	\$138K
Prior Year	\$350K	\$320K	\$145K	\$256K	\$253K	\$297K	\$185K	\$332K	\$250K	\$134K	\$235K	\$210K	\$145K
Percent Change from Prior Year	-59%	-42%	62%	-24%	7%	-22%	49%	-21%	8%	31%	-11%	9%	-4%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



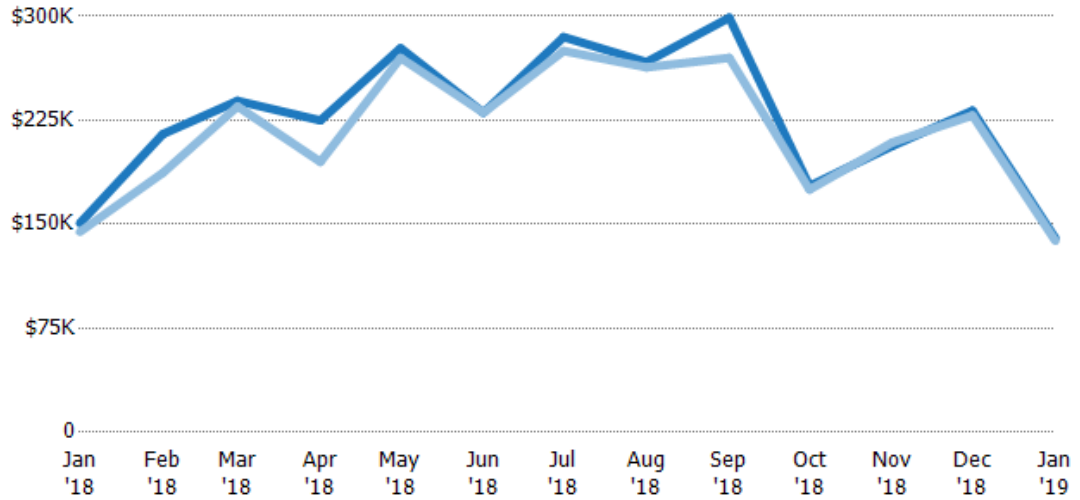
Avg List Price	\$130K	\$215K	\$370K	\$224K	\$267K	\$234K	\$279K	\$260K	\$305K	\$273K	\$309K	\$323K	\$175K
Avg Sales Price	\$136K	\$187K	\$331K	\$210K	\$260K	\$227K	\$269K	\$251K	\$286K	\$267K	\$289K	\$313K	\$160K
Avg Sales Price as a % of Avg List Price	105%	87%	90%	94%	97%	97%	96%	97%	94%	98%	93%	97%	92%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



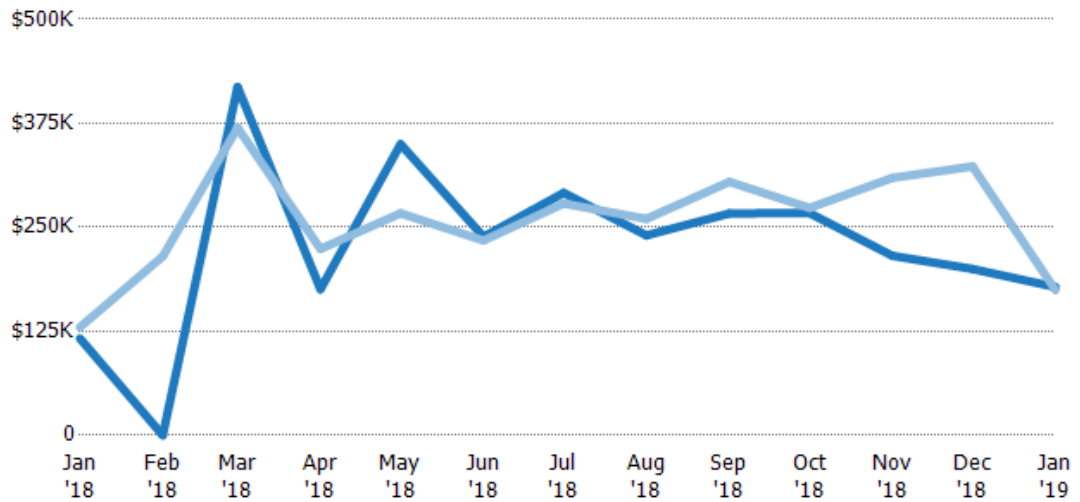
Median List Price	\$151K	\$215K	\$239K	\$225K	\$277K	\$231K	\$285K	\$267K	\$299K	\$177K	\$206K	\$232K	\$140K
Median Sales Price	\$145K	\$187K	\$235K	\$195K	\$270K	\$231K	\$275K	\$263K	\$270K	\$175K	\$209K	\$229K	\$138K
Med Sales Price as a % of Med List Price	96%	87%	98%	87%	97%	100%	96%	99%	90%	99%	101%	98%	99%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



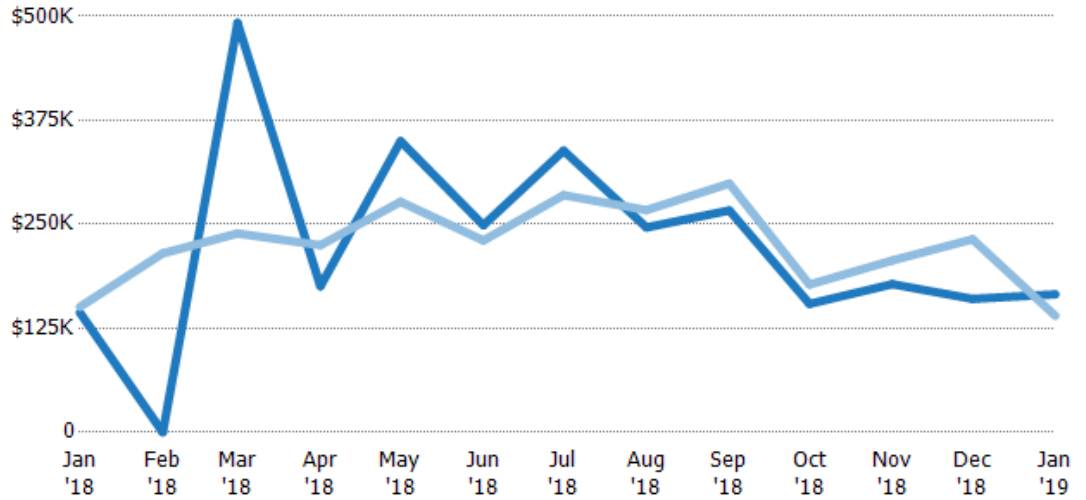
Avg Est Value	\$116K	\$0	\$419K	\$176K	\$350K	\$239K	\$291K	\$240K	\$267K	\$267K	\$216K	\$200K	\$178K
Avg Sales Price	\$130K	\$215K	\$370K	\$224K	\$267K	\$234K	\$279K	\$260K	\$305K	\$273K	\$309K	\$323K	\$175K
Avg Sales Price as a % of Avg Est Value	111%	100%	88%	128%	76%	98%	96%	108%	114%	102%	143%	162%	98%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$144K	\$0	\$492K	\$176K	\$350K	\$249K	\$339K	\$246K	\$267K	\$154K	\$178K	\$160K	\$166K
Median Sales Price	\$151K	\$215K	\$239K	\$225K	\$277K	\$231K	\$285K	\$267K	\$299K	\$177K	\$206K	\$232K	\$140K
Med Sales Price as a % of Med Est Value	105%	100%	49%	128%	79%	93%	84%	108%	112%	115%	116%	145%	84%